

# Local Market Update for December 2025

A Research Tool Provided by Longleaf Pine REALTORS®



# 28312

Fayetteville

## Single Family - Existing

Key Metrics	December			Year to Date		
	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	19	4	- 78.9%	217	215	- 0.9%
Pending Sales	13	6	- 53.8%	161	153	- 5.0%
Closed Sales	7	5	- 28.6%	157	155	- 1.3%
Days on Market Until Sale	38	66	+ 73.7%	42	45	+ 7.1%
Median Sales Price*	\$332,500	\$270,000	- 18.8%	\$302,500	\$320,000	+ 5.8%
Average Sales Price*	\$340,071	\$292,680	- 13.9%	\$298,658	\$323,910	+ 8.5%
Percent of List Price Received*	95.7%	97.5%	+ 1.9%	97.1%	98.8%	+ 1.8%

## Single Family - New Construction

Key Metrics	December			Year to Date		
	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	20	16	- 20.0%	156	173	+ 10.9%
Pending Sales	9	3	- 66.7%	64	120	+ 87.5%
Closed Sales	8	7	- 12.5%	55	129	+ 134.5%
Days on Market Until Sale	61	142	+ 132.8%	78	106	+ 35.9%
Median Sales Price*	\$436,762	\$349,900	- 19.9%	\$420,000	\$363,900	- 13.4%
Average Sales Price*	\$433,212	\$405,358	- 6.4%	\$408,291	\$377,415	- 7.6%
Percent of List Price Received*	101.0%	102.6%	+ 1.6%	100.1%	100.1%	0.0%

## Townhouse/Condo

Key Metrics	December			Year to Date		
	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	0	0	--	13	3	- 76.9%
Pending Sales	0	0	--	0	6	--
Closed Sales	0	0	--	1	6	+ 500.0%
Days on Market Until Sale	--	--	--	163	94	- 42.3%
Median Sales Price*	--	--	--	\$247,000	\$279,250	+ 13.1%
Average Sales Price*	--	--	--	\$247,000	\$256,050	+ 3.7%
Percent of List Price Received*	--	--	--	99.2%	98.5%	- 0.7%

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

## Historical Median Sales Price by Property Type

Rolling 12-Month Calculation

